Handout for John Maxwell
5 Levels of Leadership Session

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The 5 Levels of Leadership

5 Pinnacle
- Respect
  People follow because of who you are and what you represent.

4 People Development
- Reproduction
  People follow because of what you have done for them.

3 Production
- Results
  People follow because of what you have done for the organization.

2 Permission
- Relationships
  People follow because they want to.

1 Position
- Rights
  People follow because they have to.
Who Do You Influence?

Part A: Use the space in your workbook to create a leadership diagram for yourself.

Remember that leadership is influence. You may have few or no people reporting to you, but you still have influence.
Who Do You Influence?

Part B: Read the descriptions of a relationship at each of the first four levels. As you read each description, go through your list of people you influence and put a number next to each name to indicate the level of leadership that you believe best describes your influence with that person.
Analyzing Your Production

Individual Production

- Things I accomplish at work in a typical week.
- Problems I'm currently trying to solve.
- Decisions that I need to make.
How am I Helping My Team?

Complete the simple assessment on this page by answering the following questions:

1. How effective am I when supporting other team members in their work?
2. How effective am I on training and developing others?
3. How effective am I in giving feedback to others?
4. How effective am I in getting to know my team?
What Do You Have to Give?

What professional skills am I excellent at that I can teach to others?

What life skills can I teach to others?

What leadership skills do I excel at already that I can teach to others?